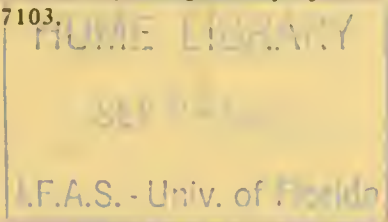




EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Promotion Division, FAS, (202) 447-7103.



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- 1258 Soybean oil (Peru). Desires 100-200 mt every two months. Quality: refined, edible. Packaging: in cylinders. Shipment: as soon as possible. Usual certificates. Quote FOB Gulf and C&F, Iquitos. Bank ref: Banco Popular (Lima & Iquitos). Contact: Arturo Tresierra, Copecsa, Las Begonias 441, Of. 345, Lima 27, Peru. Telex: 21090 MINSUR. Phone: 229590, 402902 & 409933.
- 1259 Bird seed (Chile). In the market for canary seeds, for birds. Need 500 tons. Grade 1 & 2. Packaging 50 kilos jute sacks. Shipment as soon as possible. Quote FOB & CIF Valparaiso. Bank ref: Banco Osorno Y La Union, Huerfanos 1052, Of. 23, Sanitago. Contact: Francisco Valdes, Intercom Ltda., Alnte. Lorenzo Gotuzzo 96, Of. 93, Santiago, Chile. Telex: 0001-ITT-BTH CZ INTERCOM. Phone: 67525-88979.
- 1260 Non fat dry milk powder (Israel). Supplier needed for 600-1,000 mt. Quality: 50% medium heat wpn 3.5 mg/g minimum, 50% low heat wpn 6 mg/g minimum, maximum moisture 3.5%, 10 mg/g scorched particles max. Packaging: 25 kg paper & polyethylene sacks containerized. Shipment: immediate. Quote FOB East Coast. Bank ref: Bank Leumi Bm Main Branch 19 Herzl St Tel Aviv. Contact: Bar Esther, Yaakov, Bar Esther, Y, 313/2 Talpiot, East Jerusalem, Israel. Telex: 26144 BXGM EXT 7187. Phone: 02-850461.
- 1261 Frozen beef Nuchal Ligaments (Taiwan). Seeking packer who can supply 80,000 pounds per month of frozen beef Nuchal Ligaments (Ligamentum Nuchea or Paddy Whack) for Taiwan buyer. Ligaments must have meat and fat off. Contact: S. Sung, EOS Trading Co., 1025 Gull Avenue, Foster City, California 94404 USA. Telex: 9103743020 EOSFTCY. Phone: (415) 573-6378.
- 1262 Baby milk powder (Canada). Canadian company successfully selling baby milk powder (14.3 and 16.0% protein) in Middle East countries requires formulated product from U.S. suppliers with canning facilities. Company has Arabic label approval. Formula, to be prepared to specifications, includes skim milk, non hygroscopic whey, vegetable oils, vitamins, mineral salts and iron. Quantity: to be negotiated. Packaging: cans stating expiry date. Delivery ASAP. Quote FOB U.S. Port. Bank ref: Bank of Nova Scotia, 7321 Woodbine Ave., Markham, Ontario, Canada. Contact: James E. Stewart, Tradcan International Trading Inc., Suite 17, 250 Don Park Road, Markham, Ontario, Canada L3R 2V1. Telex: 06-986590. Phone: (416) 495-2722.

- 1263 Popcorn seed (Brazil). Wants 200 to 300 kilos. Buyer would like recommendations from exporters regarding most suitable variety for tropical climates. Appropriate export packaging. Ship ASAP. Quote FOB. Bank ref: Banco Do Brasil 18100 Sorocaba, SP. Contact: Henri Feldon, Fazenda Sao Pedro, Rua Da Consolacao 331 7 Andar 01301, Sao Paulo, SP, Brazil. Telex: 011 21489. Phone: 258-1385, 256-8983.
- 1265 Citrus seeds/trees (Portugal). Firm established and representation engaged in the production of citrus fruits and trees requests CIF quotations for citrus seeds and small citrus trees. Quantity open. For further details Contact: Viveiros Belmonte, Viveiros Belmonte Ceira, 3000 Coimbra, Portugal. Phone: 92114.
- 1264 Poultry production (Philippines). In need of day old baby chickens as stock for new laying operation. Also want technical assistance on layout and design of facilities and equipment; programming of the operation from design to final construction; and flock feeding and management. Further, desire, line of equipment from cages to feeders and waterers for the operation. Exact quantities of chicks and equipment will be determined by the schedule of operation and construction. Goal of contact is one million layers and 200 million eggs per year. Chicks must be climatically suited for maximum growth and production in Bulacan province of the Philippines. Desire most modern equipment available. Want to begin construction by November 1, 1982. Goal is initial shipment of chicks by May 1, 1983. This is an activity of The Manila Bank, Manila Bank Bldg., 10th Floor, Ayala Avenue, Mkat, Metro Manila, Philippines. Contact: Cesar A. Noriega or Giori Dori, Telex: 63720 MLABANK PN. Phone: 89-41-34 (DORI), 88-63-42 (DORI), 96-27-30, 99-96-87 (NORIEGA).
- 1266- Sugar, Rice, chickens (England). Desires (a) sugar cane, (b) long grain
1268 rice, and (c) frozen chickens. Quantity: (a) 40,000 mt (b) 10,000 mt (c) 2,000 mt. Quality: (a) polarization - 99.75% minimum, moisture 0.1% min: (b) USDA Grade 2 or better: (c) 850-1250 grams each, Islamic slaughtered. Packaging: (a) in new poly-lined jute bags of 50 kilos (b) in polypropolyne bags of 50 kilos each (c) repacked in cardboard cases. Quote FOB American Ports. Delivery ASAP. Contact: E. Olama, Loandean Limited, 15 Bridespring Road, Stoke Hill, Exeter, Devon, England. Phone: 0392 50316. Telex: 24224 MOPREF G.
- 1269 Lumber (England). Supplier of White pine, kiln dried or similar (suitable for making windows and doors), wanted. Quality: No. 2 shop grade free of knots or defects - various lengths. Delivery ASAP. Contact: R. R. Seaman, R. G. Horton, Delph Road, Brierley Hill, West Midland, England. Phone: 038477722.
- 1270 Canned foods (England). In the market for canned foods-including fruits, vegetable, jams, jellies, edible oils. Quantity: 100 tons per variety. Quality: best. Packaging: canned. Quotations: delivery to North Yemen. Delivery ASAP. Bank ref: Coutts & Co., Ltd., 440 Strand, London. Contact: D. Mainwaring, Kynastons, Fairfield House, Downton, Nr. Salisbury, Wiltshire, England. Phone: 0725 21992.
- 1271 Cigarettes (Belgium). In need of cigarettes. Quantity: 5-40 ft. containers each. Quality: Marlboro fliptop 85mm; Winston softpack 85 mm; Kent De Luxe 100 mm. Quote C&F Antwerp, Belgium. Delivery ASAP. Bank ref:

Kredietbank, Lier-Noord. Contact: L. Peeters, Peeters Trading Company, Guido Gezellelaan 32, B-2500 Lier, Belgium. Telex: 32564. Phone: 031/80 23 67.

- 1272 Yellow corn (Nigeria). Wants 500 mt, #2 Grade. Packaging: 50 kilo bags. Ship ASAP. Documents to be in the English Language. Quote C&F Port Harcourt & C&F Lagos. Bank ref: Cooperative and Commerce Bank Nigeria Ltd, 79 Douglas Road, Owerri - Imo State/Nigeria. Contact: I.E. Umezio, Resident Partner, Chart-Hisea Ltd., 126 Wetheral Road, P.O. Box 736, Owerri - Imo State, Nigeria. Cable: HINT OWERRI. Phone: 083-230795.
- 1273 Tender - coffee (Egypt). Following Tender recently announced. General Authority For Supply Commodities, (GASC), Cergal Purchasing Committee, 24, El-Gomhoury Street, Cairo, Egypt, Cable Address ESTRAM, Telex Number 92062. Request bids for 1,000 tons Arabica or Robusta coffee plus or minus 5%, from any origin. Shipment of 500 tons in September 1982 and 500 tons October 19, 1982. Coffee from Brazil, Ethiopia, Uganda and Guinea will be offered according to Grade only, samples are not required. Coffee from any other origin must submit samples of not less than 1 kilogram, not later than August 19, 1982. Offers to be submitted at the above address no later than August 24, 1982, at 12 noon. Terms and conditions available at GASC against L.E. 5 per copy which should be attached with each offer. Any offer not complying with the General terms of the Tender will not be accepted. Ministerial Decree No. 1036/78 must be complied with. Offers must be mailed through an Egyptian Agent.
- 1274 Tender - wheat (Egypt). Following Tender recently announced. General Authority for Supply Commodities, Purchasing Committee for Grain and Its Products, 24, El-Gomhoury Street, Cairo, Egypt, Cable Address ESTRAM, Telex Number 92062 ESTRAM. Request bids for Tender No. 18 for supplying 100,000 tons wheat, plus or minus 5% latest crop from any origin. Shipment during September 1982. Offers to be submitted in sealed envelopes latest 12 noon Saturday, August 21, 1982. Offers should be valid up to Monday, August 23, 1982. Specs. can be obtained against payment L.E. 5 per each copy which should be attached with each offer. Ministerial Decree No. 1036/78 must be complied with. Offers must be made thru an Egyptian agent. Contact: General Authority for Supply Commodities, Purchasing Committee for Grain & Products, 24, El-Gomhoury Street, Cairo, Egypt. Telex: 92062 ESTRAM. Cable: ESTRAM.
- 1275 Panification live dry yeast (Algeria). Desire 10,000 mt. Quality: 92-93%, wholesome dry materials, 7-8% moisture maximum. Packaging: purchase to be packaged in polypropylen/bags double with polyethylene of uniform net 25 and/or 50 kilograms, and to be suitable for maritime transport & handling. Ship: January to December 1983. Quote C&F Algerian Ports. Date of bid deadline is 08/27/82. Offer to remain valid 60 days past bid deadline. Offer to be in duplicate. Offers sent by telex/telegram are not acceptable. ONACO points out that external envelope containing the offer must not have any indication as to who the bidder is, only ONACO's address and the following indication must appear on the envelope: "Appel D'Offres Levure Seche - A Ne Pas Ouvrir". Firms responding to offer must be producers and not dealers or wholesalers. Firms interested must provide information on themselves, including name, full address and statutes of the company, list of stockholders, balance sheet and income statements. Companies should also send copies of their annual reports for the last two years. Offer and all correspondence must be in French. All specs. metric. Contact: ONACO, 29, Rue Larbi Ben M'Hidi,

Algiers, Algeria. Telex: 53236, 52850, 52851. Cable: ONACO DZ. Phone: 64 02 75.

- 1276 Ice cream (West Germany). Wants initially sampling quantities of best quality. Container packaging. Ship ASAP. Quote CIF Hamburg. Bank ref: Bayerische Vereinsbank Muenchen. Contact: Herr Karl Esser, FA. K. Esser, Sendlinger Strasse 34, D-8000 Muenchen 2, West Germany. Phone: 265529.
- 1277 Corn margarine (Ivory Coast). In the market for 50 tons, best quality. Packaging: cartons of half pound packets. Shipment as soon as possible. Quote C&F Abidjan. Bank ref: B.I.C.O. Contact: Hotait Ghazi, Congel Import, Rue Des Filets, Port De Peche, 01 B.P. 3348, Abidjan 01, Ivory Coast. Telex: 3933 CONIM CI. Phone: 350026 - 350064.
- 1278 Kudzu seeds (Ecuador). Desires Kudzu seeds, Pueraria Thumbergiana. Quantity: one kilo for trial purposes; additional amounts will depend on results. Ship as soon as possible. Initial amount requested for trial purposes with grazing cattle; farm located in Ecuadorean Highlands. Quote FOB Referential and C&F Quito Via Air. Bank ref: Banco Del Pichincha, Av. 10 De Agosto Y Bogota, Quito Ecuador. Phone: 523-777; Banco Continental, Colon Y J.L. Mera, Quito, Ecuador. Phone: 551-666. Contact: Roberto Bonifaz, 181 Abraham Lincoln, Quito, Ecuador. Phone: 232-925.
- 1279 Holstein (Colombia). Registered Holstein purebred cattle wanted. Need 50 heifers (6-12 months old); 50 heifers (recently bred). Quality: daughters of cows classified 80 points, with milk production records of 12,000 lbs. or more. Shipment: three months. Colombian import regulations must be complied with. Quote FOB U.S. Port Airfreight, to arrive in Bogota. Bank ref: Banco De Colombia - Unicentro. Contact: Pedro Gomez, Transversal 14A No. 119-68, Bogota, Colombia S.A. Phone: 213-9769.
- 1280 Papaya plantings (Portugal). Wants one hundred Hawaiian Dwarf trees. This shipment is a trial order. If they do well in Portuguese climate the buyer intends to buy 4,000 trees. Packaging: plastic bags, or any other suitable packing. Shipment soonest possible. Quote CIF Lisbon. Bank ref: Banco Nacional Ultramarino (Sede), Lisbon. Contact: Ascencio Gomes De Freitas, Agro-Pecuaria, Quinta Do Convento, Via Longa, Avenida Da Liberdade 202 C/V DTO, Lisboa, Portugal. Phone: 547897.
- 1281- Extended life products, artificial cheese (Switzerland). Wants all types of
1282 products which can be stored for extended periods (5-10 yrs). Packed semi bulk, dehydrated freeze-dried, grain, irradiated, etc. Also new artificial cheese product made from vegetable oil (cooking). For artificial cheese wants to investigate joint venture or MFG license. Container loads of cheese products, 1st quality in drums/metal containers 5-10 lbs; 1-3 gal. Quote CIF Rotterdam. Bank ref: Bk of Switzerland, Luzern. Contact: Max J. Stadelmann, Stamax International, Frutt- strasse 17, CH 6005 Luzern, Switzerland. Telex: 78194. Phone: (041) 44 65 44.
- 1283 Wheat (Nepal). Looking for hard and soft wheat suitable for good quality bread (Toaf). Quantity: 5,000 metric tons. Quantity may be increased to 25,000 metric tons per annum. Packing: 50 kg. or 100 kg. bags. Quote CIF Calcutta and CIF full Liner terms Calcutta with insurance up to final destination in Nepal. Prices may also be given with breakdowns I.E. bulk price FOB; Sea Freight, insurance, Stevedoring charges, packing costs, etc.

Contact: Mr. S.C. Agrawal, Lumbini Flour Mills (Pvt.) Ltd., Bagh Bazar, P.O. Box 360, Kathmandu, Nepal. Telex: NP 243 LUMBNI. Cable: SUNILCO, KATHMANDU.

- 1284 Tobacco (Thailand). Supplier of tobacco, plus cigars and cigarillos needed. Quantity to be negotiated. Quote: C.I.F. Bangkok, wants catalogs and samples. Contact: Mr. S. Pichai, General Mgr., K.T.Y. Products Ltd., 11 Ramkamhaeng Soi-20, Huamark, Bangkok, Bangkok 10241, Thailand. Cable: KTY BANGKOK. Telex: ATTN: KTY 82948 TH.
- 1285- Drinks, hard and soft (W. Germany). In the market for: soft drinks (orange, 1286 lemon, lime, and lemon & lime combinations); juice-concentrates; whisky (bourbon and rye); and California wines, brandy. Quantity to be negotiated. Terms of payment: upon agreement. Quote CIF, Airport, Stuttgart. Contact: Kurt R. Pohl, Generalvertreter Fuer Soft-Drinks, Falkenstrasse 21, 7000 Stuttgart 70, West Germany. Phone: 0711/765323.
- 1287 Hides (Portugal). Established firm engaged in tanning, currying, and finishing hides and skins into leather requests quotations for cured or uncured hides. Quantity open. Contact: Armando Jose Pinto, President, Uniao Distribuidora De Curtidos Do Alviela, Lda., Apartado 13-Vila Moreira, 2380 Alcanena, Portugal. Phone: 82439. Telex: 42353.
- 1288 Vegetable oil (Mexico). Looking for vegetable cooking oil - 50,000 boxes (12 bottles of 1 liter per box) in order of preference firm wants safflower, soybean or sesame oil. Firm well established. Will sell oil retail. Price list and specifications requested. Purchase in cash or through a Letter of Credit. Correspondence must be in Spanish. Contact: Juan Pablo Migueles Torre, Director Comercial, El Sardinero, S.A., Mercado No. 43, Col. Guerrero Delegacion Cuauhtemoc, 06300 Mexico, D.F. Phone: 597-4457.
- 1289 Fruit powders, syrups, extracts (Guatemala). Desires fruit concentrate powders, post mix syrups, flavoring extracts. Quantities open. Contact: Fernadno Arias, B., Gerente General, Bebidas Y Refrescos, SA, Calzada Aguilar Batres, 42-50, Zona 11, Guatemala City, Guatemala. Telex: PEPSI 4113 GU. Phone: 460839.
- 1290 Fruit concentrates and flavorings (Egypt). In need of food coloring, fruit juice concentrates, flavorings in general. Requests catalogs and price lists for each product. Quote CIF Alexandria. Quantities to be negotiated. Contact: Issam Kadri, 7 Port Said Street, Maadi, Cairo, Egypt. Phone: 631034.
- 1291 Ducks (Costa Rica). Wants to buy 1,000 one-day ducks. Pekinese, hybrid or alternatively fertile eggs of such. Quote CIF and FOB. Bank ref: Banco De Costa Rica - San Jose, Costa Rica. Contact: Alberto Chaves Rees, Multiagro De Valle, S.A., Calle 21, Avenida 10 Bis - Casa #1080, San Jose, Costa Rica. Telex: 2287 ALCAPI CR. Phone: 21-59-47.
- 1292 Chicken parts (Canada). Quantity: to be determined. Time of delivery: ASAP. Other requirements: active importer in possession of import permit wants broiler chicken parts, drumsticks, thighs, etc., for manufacture into vacuum pack retail product. U.S. plant must be eligible to ship to Canada. Bank ref: on request. Contact: Steve Juszko, Les Viandes Lepine, 5655 Beaulieu Street, Montreal, Quebec H4E 3E4, Canada. Telex: 055-66111. Phone: (514) 761-3511.

- 1293 Orange juice concentrate (Saudi Arabia). Saudi firm, which operates a catering and food packaging service, intends to add fruit-juice canning operation so would like to receive price quotations for orange juice concentrate C&F Dammam. Quantities open. For details contact: Robert Graham, Manager, Hassan Abdulkarim Al Gahtani Est. (Hak), P.O. Box 195 Alkhobar, Saudi Arabia. Cable: ABDULKARIM. Phone: 864-3221. Telex: 670031 HAKM SJ.
- 1294 Grocery lines (Tunisia). Well established Tunisian wholesale/retail importer interested in contacting U.S. exporters of dry cookies, biscuits, dried fruit and nuts, fruit juice bases for mixing, unfrozen canned fruit juices, milkshake powder, and ice cream ingredients. Bank ref: Banque De Tunisie. Contact: Jazy, Mohamed, Ets Med Jazy and Cie, 87 Avenue Farhat Hached, Tunis, Tunisia. Telex: 13958. Phone: (01) 240 467.
- 1295- Candied pear halves, blueberries (Switzerland). In the market for candied
1296 Bartlett or William pear halves, peeled, cored. Need 12 tons. Quality: firm fruits. Packaging: cardboard boxes with inner polybags of 10 kg. net. Shipment October 1982. Also in the market for wild (uncultivated) blueberries, ind. frozen. Want 50 tons, with annual need of 150-200 tons. Quality: fancy. Packaging: cardboard boxes with inner polybag, 30 lb. net. Shipment November 1982. Quote: FOB US Port (East) or CIF Rotterdam. Bank ref: Swiss Bank Corp., AARAU. Contact: Hanspeter Selinger, Zano Ag., P.O. 20, Ch 5035 Unterentfelden, Switzerland. Telex: 982 192 ZANO CH. Phone: (64) 43 62 52.
- 1297 Horticultural specialties (Spain). The firm "Gran", located in Guzman El Bueno, 7, Novelda Alicante, Spain, would like to receive quotations for unspecified seeds, shrubs, cuttings of softwood trees and seeds and cuttings of ornamental plants. Quantity to be negotiated. Bank ref: Caja De Ahorros De Alicante Y Murcia (Novelda Main Office). Contact: Luis Gran-Martinez. Phone: (965) 22 46 81.
- 1298 Vitamins (Netherlands). Interested in a variety of vitamins. Quantity open. Quote FOB. Bank ref: Amro Bank - Amsterdam. Contact: Al Ink, Kruidenwinkeltje, Raamsteeg 3, 1012 VZ Amsterdam, The Netherlands. Phone: 20-249076.

Foreign Market Developments.

Food Labelling Regulations, Saudi Arabia and Oman. Food labelling regulations for Saudi Arabia: state that frozen products must carry a nine months expiry date from date of packaging (Freezing). Labels with both dates preferred, printed inserts are acceptable carrying the date information. Stickers may be used if plastic wraps tear on removal and sticker does not interfere with label language. Ink stamps are less acceptable. Abbreviations of month are preferred rather than numbers. Frozen products must arrive in Saudi Arabia within 3 months of production. Processed product does not need Moslem slaughter certificate but source raw meat must be from Moslem approved operations. Labelling must be reflective of freedom from all pork tissue including lard. Pre-packed food labels must include brand name and name of product in Arabic as well as English, also dates of production and expiry,

ingredients, country of origin and net weight which must be metric. A four page report from The Saudi Arabian Standards Organization entitled " Labelling of Prepackaged Foods" is available upon request. For a copy write to the USDA, Export Promotion Division, Room 4945-South, Foreign Agricultural Service, Washington, D.C. 20250.

Oman Food Regulations: For meat require USDA export certificate and Islamic slaughter certificate. Products must carry production and expiry dates. Expiry date statement based on date of production is acceptable. Expiration date for poultry is set according to recommendation of the producer. USDA recommends one year. Spell out month. Production must be consigned to Oman. Net weight in metric. Pork products permitted entry with appropriate labelling.

4th Colombia Agro Expo - 1983, July 1-10. Colombia's 4th Agro Expo will be held in Bogota July 1-10, 1983. Our Agricultural Counselor in Colombia reports the following items should find a good acceptance there: wines, new pastry products using U.S. wheat and edible oils, lentils, peas, dry edible beans, all kinds of canned fruits and vegetables, nuts, raisins, figs, fresh fruits, tobacco products, tallow, food production and processing machinery, breeding animals, semen, seeds, horses, canned milk, new milk and poultry products, seafoods, beer, lumber products, feed grains and food and feed additives, gourmet foods. For information write to: Corferias, Carrera 40 No. 22-C-67, Apartado Aereo 6843 and 80078, Bogota, D.E. Colombia. Telex: 044-553. Phone: 244-0144, 244-0145 and 244-0105. Cable: FIB.

U.S. Foods Product Display - Philippines. You are invited to join a Foreign Agricultural Service (FAS) sponsored U.S. Foods Product Display in Manila, Philippines, December 2-3, 1982. The Philippines is an important dollar market for U.S. agricultural products, U.S. exports to that market having reached \$319.2 million in 1980. Processed or consumer-ready foods accounted for \$9.1 million of this total.

A survey conducted by our Agricultural Counselor in the Philippines has identified the following items as products offering sales opportunity: beef, turkey, oranges, raisins, apples, canned peaches, dry beans and wines. The participation fee is \$200.00. While representation is not required, we strongly urge each participant firm to be represented by either an agent or company official.

Those wishing to obtain additional information about the U.S. Foods Product Display should write: Levi L. Turner, Trade Development Officer, Export Promotion Division, Room 4945-South Building, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250, phone: (202) 475-3415.

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